



**End to End Innovation Support Program for  
Future Internet Web Entrepreneurs**

**Combination of CP & CSA**

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**D4.9 Entrepreneurship Summit**

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## Table of Contents

1. Introduction .....	3
2. About the Entrepreneurship Summit .....	3
Objectives for SpeedUP Europe .....	3
About ECFI .....	4
3. ECFI Sessions related to SpeedUP! Europe .....	4
FIWARE Technical training and FIWARE coaching .....	5
Exhibition .....	5
SpeedUP! Europe Startup pitches for the awards .....	6
Lean Startup .....	6
Capital Pitches .....	7
Investor Readiness .....	7
Workshop with Dan O'Connor .....	7
A16 Accelerators start-ups pitches .....	8
SpeedUP! Europe Award Ceremony .....	9

## 1. Introduction

The deliverable **D4.9 Entrepreneurship Summit** belongs to **WP4 Coaching, Mentoring and Training** and is specifically related **Task 4.2 Event organization** under the responsibility of Glocal Consult. The objective of Task 4.2 is to design and organise a number of events covering various stages of the SpeedUP! Europe project and the supported startups. The specific event subject of this deliverable is the **Entrepreneurship Summit**, described in the DoW as a 2 day event celebrating entrepreneurship in Europe, where the best projects generated in SpeedUP Europe will be featured, and the top projects will receive awards.

To reach our aims, SpeedUP! Europe has decided to use an event for the whole FIWARE ecosystem from which the SpeedUP! Europe start-ups could benefit: The Third European Conference for the Future Internet (ECFI2015) was organised in Hamburg from 4 to 7 November 2015, was facilitated by SpeedUP! Europe and the SpeedUP! Europe start-ups could benefit from the attendance and from networking .

The Deliverable is the event itself. However this document will briefly describe the objectives of the Entrepreneurship Summit, the different activities relevant for SpeedUP Europe in the agenda of the event.

## 2. About the Entrepreneurship Summit

### Objectives for SpeedUP Europe

SpeedUP! Europe envisaged to organize the Entrepreneurship Summit as part of the acceleration process for the following reasons:

- Creating role models within the entrepreneurship community is essential, therefore a “best of the best” award competition will be organized with evaluation by independent reviewers along with the Entrepreneurship Summit
- Dissemination of SpeedUP Europe programme and to provide to the SpeedUP! Europe start-ups opportunities to meet, network and exchange with other start-ups and other stakeholders from the FIWARE ecosystem and more largely with other stakeholders
- Celebrating entrepreneurship in Europe, where the best projects generated in the FIWARE programme will be featured and organizing discussions, lectures and workshops around entrepreneurship topics from which SpeedUP! Europe start-ups could benefit
- Offer pitching opportunities as well as additional training to the best teams of the programme

To reach these objectives, SpeedUP! Europe has decided to use the opportunity provided the platform of the European Conference for the Future Internet (ECFI ) in Hamburg from 4 to 7 November 2015 and contributed to its organisation.

## About ECFI

The European Conference on the Future Internet (ECFI) aims at bringing together key stakeholders to discuss how Europe can achieve global leadership in ICT by 2020 through innovative Internet technologies. In this context, industry and political stakeholders attend to discuss central socio-economic and technological topics of Future Internet infrastructures and services in Europe. The event also gathers and presents cutting-edge research results on the European Internet infrastructures and services of the future, which have been developed in the Future Internet Public-Private Partnership (FI-PPP), a European programme for Internet-enabled innovation aiming to accelerate the development and adoption of Future Internet technologies in Europe.

The 3rd edition of the European Conference on The Future Internet (ECFI2015) was organized in Hamburg from 4 to 6 November 2015. The international conference was developed in a 3 day span with more than 500 international guests attending including around 200 FIWARE startups from the 16 FIWARE Accelerators. The event is enriched with success stories, along with international delegations from Europe, China, developers, the FIWARE community, scientists, investors and accelerators.

The programme of ECFI 2015 included an intensive, constructive exchange of information and opinions and offered an exclusive opportunity to network among the parties. ECFI2015 was particularly targeting political stakeholders, including representatives of public bodies and private associations, as well as ICT industry stakeholders who are involved in shaping the networks and services of the future. ECFI 2015 addressed a plethora of relevant topics, from lectures to workshops, every participant would find something corresponding to their interests.

Many workshops and lectures took place during ECFI 2015. However, only some specific sessions were facilitated by SpeedUP! Europe and benefitted to our startups. These will be explained in the next section.

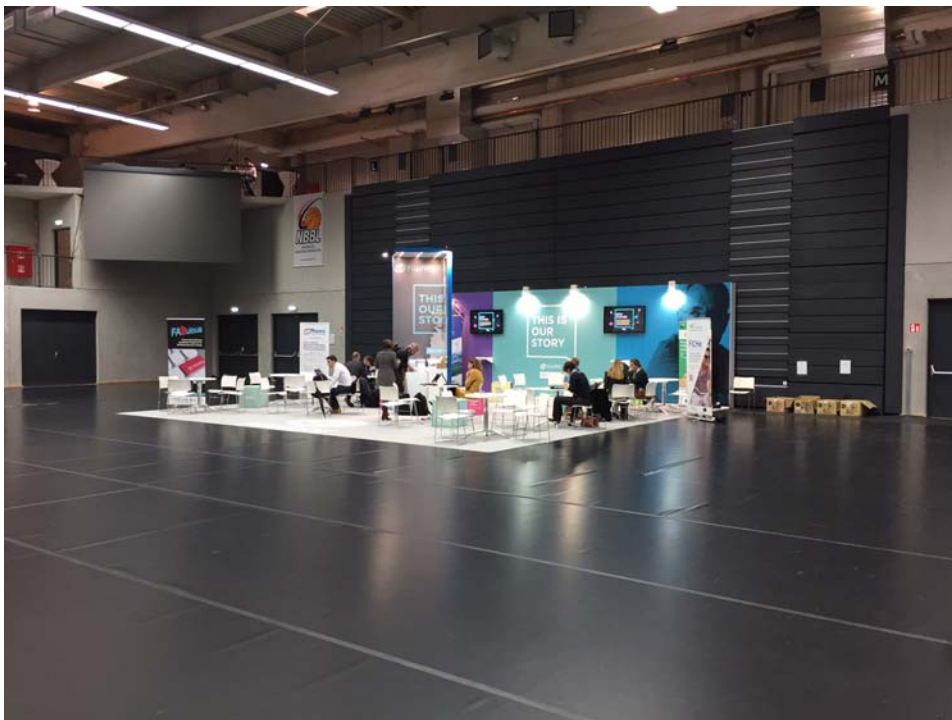
## 3. ECFI Sessions related to SpeedUP! Europe

ECFI 2015 was attended by more than 500 participants among which there were 20 investors, 15 media representatives, 250 startups, policy makers and other FIWARE stakeholders.

This section will summarize the different activities which took place at ECFI2015, particularly these activities relating or benefitting directly to SpeedUP! Europe and its start-ups.

## FIWARE Technical training and FIWARE coaching

Two technical training FIWARE Workshops were organised during ECFI 2015 to help teams better understand FIWARE and find answers to their questions. These workshops were led by Juanjo Hierro from Telefonica.



## Exhibition

Some SpeedUP! Europe teams have booked exhibition stands at ECFI 2015 to showcase their products to the attendance of the event, creating visibility for their projects and potential collaborations with other FIWARE projects from other accelerators.



## SpeedUP! Europe Startup pitches for the awards

The best 31 SpeedUP Europe teams were invited to pitch for the awards in front of a Jury during a specific track at ECFI2015. Each team had to make a 7 minutes presentation followed by questions from a 5 members Jury.

The 5 best teams were then identified based on the scoring by the Jury and were announced as the Award prize winners. More information on the SpeedUP Europe Awards can be found in Deliverable **D3.5 Award Management Report**.



## Lean Startup

A session on Best practices on how to accelerate start-ups applying the Lean StartUp Methods was organised at ECFI from which the start-ups participating at ECFI could benefit.

Lean Startup method was applied by SpeedUP Europe during its acceleration process.

The format of this session was a discussion Panel with accelerators and start-ups participating. Two SpeedUP Europe start-ups participated to this session which gave them visibility at the event. The panel was moderated by our Coordinator Olaf-Gerd Gemein.

### Speakers / Panelists

- Irene Fialka (INiTS Universitäres Gründerservice Wien GmbH, iHUB )
- Olaf-Gerd Gemein (FIWARE Accelerator SpeedUP! Europe, iHUB )
- Antonia Ermacora (ChatChopper, Berlin, StartUp Founder)
- Martin Brücher (LookLocal, Hamburg, StartUp Founder)
- Laura Kohler (etventure, Berlin, iHUBs STARGATE )

## Capital Pitches

This session allowed investors to pitch to start-ups. Four investors from business angels and venture capital funds pitched their portfolio and expertise to an audience primarily consisting of start-ups. Each of them made a 5 minutes presentation in an interactive session moderated by FI-Business project.

The presenters were:

- Robert Koning, a venture capitalist working in Karlsruhe, Germany
- Thierry Baujard from MediaDeals, who are specialised on exploring opportunities in the media sector, including publishing
- Mert Altinda from Cloud Art is focused on investing in startups in the Cloud sector.
- Anastasios Stilianidis from Daimler Vans presented the company's investment strategies in the field of transport.

## Investor Readiness

This session focused on best practices for Investor Readiness Programmes and the sharing of some of the tools they use to help start-ups be successful in raising funds. How can accelerator programs, Business Angels & VCs, EC funded initiatives help start-ups becoming investor ready?

The session was organised by Europe Unlimited and moderated by Myrna Rodríguez-Hausséguy.

The following speakers took part in the session:

- David Ventzel, Partner in OpenAxel
- Thomas Wiborg Steen, Business Accelerator & Investor in Next Step Challenge
- Mert Altindağ, Investor & Serial entrepreneur
- Rafael Aguado, CEO & Founder of Bolt Accelerator
- Ivo Radulovski, CEO & Founder, Segments Accelerator
- Anastasios Stilianidis, Program Manager, Daimler
- Thierry Baujard, Entrepreneur and investor

## Workshop with Dan O'Connor

Dan o'Connor is a Communication Skills Expert. He made a presentation during the opening session of ECFI. He also run an exclusive Workshop for pre-registered teams. 14 out of the 27 registered teams who participated to this workshop were from SpeedUP Europe.





The Workshop addressed topics such as:

- Leadership & Team-Building
- Communicating with Power, Tact, and Finesse for Managers and Supervisors
- How to Manage Gossip, Back-Stabbing, and other Passive-Aggressive Communication at Work
- Public Speaking and Presentation Skills
- Free-Style Scripting Strategies for Delivering Feedback, Persuasion, and Defusing Conflict
- Communication Strategies for Change Management
- How to Recognize — And Speak the language of — The Different Social Styles at Work
- How to Speak the 5 Languages of Appreciation and Respect at Work

## A16 Accelerators start-ups pitches

All A16 accelerators invited their start-ups to send their pitch deck and a selection of the best start-ups was made. Up to 5 startups per accelerator could be invited to make a pitch in front of peers and investors.

Among the ECFI participants, there were 20 investors and in total 57 start-ups were given the opportunity to make a pitch. From these start-ups, 5 were from SpeedUP Europe: Bat Sharing, Parcellabs, OEEX, Breeze, Roboreport.



## SpeedUP! Europe Award Ceremony

At the end of the event, SpeedUP! Europe organized its Award Ceremony where the winners of the Award were announced, winning all together a total prize amount of 500.000 Euros. 5 teams were celebrated as Award winners:

- **(#1)** The number #1 team was Lolo-Look-Local (Fashion Cloud) winning the first prize of 200.000 Euros
- **(#2)** The number #2 team was Citizen Journalism (VIZZR) winning the prize of 125.000 Euro
- **(#3)** The number #3 team was WORLDFAVOUR MOBILE APP winning the prize of 75.000 Euros.
- **(#4 & #5)** The number #4 and #5 teams were Sponsoo and Binee, winning 50.000 Euros

